

Message Text

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ACTION SS-25

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FM AMEMBASSY TOKYO
TO SECSTATE WASHDC 7712

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EXDIS

FOR ASSISTANT SECRETARY OF COMMERCE WEIL FROM AMBASSADOR

E.O. 11652:N/A

TAGS: APER, EGEN, JA

SUBJECT: TRADE FACILITATION COMMITTEE: K.S. WU

REF: STATE 87033

1. GLAD TO HAVE YOUR CABLE ABOUT K.S. WU AND THE
POSSIBILITIES OF USING HIM IN THE TRADE FACILITATION

2. IT IS CLEAR TO US THAT BECAUSE OF HIS UNUSUAL BACK-
GROUND AND INDIVIDUAL TALENTS, HE COULD GIVE US A NEW
DIMENSION THAT WOULD BE HARD TO MATCH IN THE NORMAL
BUREAUCRACY. ASSUMING THAT HE CAN BE BROUGHT ON BOARD
IN ACCORDANCE WITH EXECUTIVE BRANCH PROCEDURES, WE COULD
WELL MAKE USE OF THIS RESOURCE.

3. BECAUSE OF HIS EXPERIENCE AND HIS LINGUISTIC AND
CULTURAL TALENTS HE COULD BE THE PROTOTYPE "MIDDLE MAN,
GO-BETWEEN" THAT ORIENTALS OFTEN FIND EASIER TO DEAL WITH
THAN A FORMAL GOVERNMENT REPRESENTATIVE. WE HOPE WE COULD,
FOR EXAMPLE, GET INTO SOME OF THE TRADE FACILITATION
CASES THAT U.S. BUSINESS IS UNWILLING TO BRING FORMALLY
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TO THE TFC IN THE FEAR THAT FORMAL ACTION MIGHT IMPAIR
THEIR RELATIONS WITH THEIR JOINT VENTURE PARTNERS OR
VETERAN CUSTOMERS.

4. AS TO ADMINISTRATIVE ARRANGEMENTS FOR WU OR ANYONE
ELSE WHO MIGHT BE TAKEN ON, I WOULD WANT TO FOLLOW THE
LETTER AND SPIRIT OF THE PRESIDENT'S LETTER TO

AMBASSADORS REGARDING MY RESPONSIBILITY FOR SUPERVISION OF ALL USG EMPLOYEES IN JAPAN. HE WOULD HAVE CLEARLY TO BE WORKING FOR AND REPORTING TO ME, NOT FOR SOMEONE IN WASHINGTON.

5. I THINK IT WOULD BE BEST FOR HIM TO HAVE AN OFFICE IN THE EMBASSY. THAT WOULD FACILITATE COORDINATION AND SUPERVISION AND GIVE HIM EASIER ACCESS TO OUR RESOURCES. THIS SHOULD NOT CAUSE GOJ ANY DIFFICULTIES; WE WOULD WANT TO BE WHOLLY CANDID WITH THEM ABOUT THE LIMITED EXTENT OF HIS ACCESS TO CLASSIFIED MATERIAL; JUST AS WE HAVE MANY JAPANESE EMPLOYEES WITH LIMITED ACCESS.

6. WE HAVE ASSUMED THAT U.S. PROCEDURES WOULD NOT PERMIT HIM TO HAVE DIPLOMATIC STATUS AND EVEN IF THEY DID, IT WOULD PROBABLY CREATE A MAJOR STRAIN ON THE GOJ TO ACCORD HIM FORMAL DIPLOMATIC STATUS. IN ANY CASE, THE ROLE YOU ENVISION FOR HIM WOULD PROBABLY BE EASIER FOR HIM TO FILL IF HE DOES NOT HAVE THE DIRECT, PUBLIC EMBASSY CONNECTION THAT WOULD BE SIGNALLED BY PUTTING HIM ON DIPLOMATIC LIST. YOU SHOULD OF COURSE BE SURE HE UNDERSTANDS HIS STATUS, LIABILITY FOR US AND JAPANESE TAXES, EDUCATIONAL ALLOWANCE, MEDICAL CLEARANCE, ETC.

7. I DO NOT BELIEVE IT IS FEASIBLE FOR HIM TO HAVE TWO TITLES, ONE OF WHICH TIES HIM TO A WAHSINTON BOSS AND LIMITED OFFICIAL USE

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ANOTHER TO A TOKYO BOSS.

8. AT LEAST AT THE OUTSET, WE SEE NO NEED FOR HIM TO HAVE PROFESSIONAL STAFF BEYOND A GOOD SECRETARY, PREFERABLY BILINGUAL. WE ARE UNDER STEADY MODE PRESSURE TO REDUCE THE NUMBER OF AMERICANS HERE AND NOW IS NOT THE TIME TO INCREASE MODE CEILINGS.

ALL ELEMENTS HERE LOOK UPON OURSELVES AS TRADE FACILITATORS AND WE WOULD WANT THE TRADE FACILITATION ADVISOR TO DRAW HEAVILY ON EMBASSY TALENT AND EXPERIENCE AS HE WENT ABOUT HIS WORK.

9. AS YOU CAN IMAGINE, THERE WILL BE SOME PROBLEMS IN EXPLAINING TO THE COMMERCIAL COUNSELOR, WHO JACK NOW LOOKS TO FOR MUCH OF THE TRADE FACILITATION WORK, HOW HE IS TO RELATE TO THE NEW CONSULTATN. I THINK THAT WITH PROPER HANDLING, HOWEVER, HE WILL SEE THE ADDED DIMENSION WU CAN BRING TO OUR EFFORTS.

10. WE HAVE NOT SOUGHT RESUMES FROM THE BUSINESS COMMUNITY HERE AND DON'T SEE HOW WE COULD DO SO WITHOUT SOME DETAILS

ABOUT THE COMPENSATION PACKAGE THAT MIGHT BE AVAILABLE. THE WORD IS OUT HOWEVER THAT WE ARE THINKING OF TAKING ON K.S. WU. IF WU CANNOT BE EMPLOYED FOR ANY REASON, WE WOULD HOPE ANOTHER CANDIDATE MIGHT BE CONSIDERED.
MANSFIELD

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